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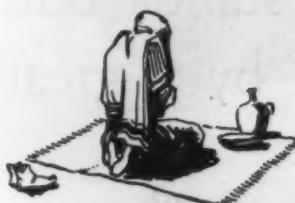
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The Publishers' Weekly, July 24, 1926. Vol. CX. No. 4. Entered as second-class matter, June 1, 1879, at the post office at New York, N. Y., under the Act of March 3, 1879. Subscription, Zones 1-5, \$5; Zones 6-8, \$5.50; Foreign, \$6. R. R. Bowker Co., 62 W. 45th St., New York.

THE BIG MOGUL.

BY
JOSEPH C. LINCOLN

On August 27 will be published the most human and the most interesting novel that Joseph C. Lincoln has written. The author of "Rugged Water," "Queer Judson" and the other prime favorites has surpassed himself in "The Big Mogul." All his great gifts of humor, happy characterization and story-telling are in it. The Big Mogul is a small-town magnate and every fiction reader in the country is going to enjoy the story about him and his niece, Esther. \$2.00.

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¶ The new Oz book —

The Hungry Tiger of Oz

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¶ The Curious Cruise of Captain Santa

tells how Santa builds a wonderful ship—The Chimneypot—and sets sail for the Lost Islands, where there are real, live toys.

¶ Ruth Plumly Thompson has written here one of the quaintest and loveliest of Santa stories. And John R. Neill's delightfully funny pictures—printed in color—and on almost every page—show just exactly how this strange cruise came about.

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4 Leaders for the Autumn

We expect to sell at least 50,000 copies of each of these novels between now and Christmas

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by SYLVIA THOMPSON

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A fine American novel in which a daring theme is handled with delicacy and restraint. Grant Overton, famous critic, says it will be one of the really big novels of the Autumn. August 6th. \$2.00

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by NOEL FORREST

The Retail Bookseller says: "The fact that the publishers who picked 'If Winter Comes,' 'Soundings' and 'The Hounds of Spring' have also picked 'Ways of Escape' to be a best seller is all important. Booksellers know the record of the two latest books and will agree with us that 'Ways of Escape' will in all probability fulfill its publishers' hopes." August 20th. \$2.00



LABELS

by A. HAMILTON GIBBS

Of course this remarkable new novel by the author of "Soundings" (the best-selling novel of 1925) is sure to be in immediate nation-wide demand. September 10th. \$2.00

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**LITTLE, BROWN
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4 Days More—Then Sell

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By PERCIVAL CHRISTOPHER WREN

Another "Beau Geste"!

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- (2) One New York retailer orders 2500 copies, the largest initial order he has ever placed.
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New York

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AUGUST LEADERS



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THE FORTUNES OF HUGO

By Denis Mackail

The story of an earnest young man's efforts to win a bride by fulfilling the requirements of his prospective father-in-law that he must first make good in some commercial venture. The most uproariously funny novel that the author of "Greenery Street" has yet written. \$2.00. (August 13)

TRAVEL

On the Stream of Travel

By James Norman Hall

Some travel books are for information only but this account of wanderings among the Pacific islands is literature, superbly written and filled with the zest for unknown lands that has animated the adventurers of all ages. \$3.00.

(August 13)



PHILOSOPHY

The Making of the Modern Mind

By John H. Randall, Jr.

"The first intellectual history in English written from the modern point of view."—Harry Elmer Barnes.

"The only history of modern thought and philosophy which puts their development in a proper perspective."—John Dewey. \$5.00

(August 27)

• POETRY •

EAST WIND

By Amy Lowell

A group of thirteen poems of New England life and character. In no other book is Miss Lowell's genius more striking or more characteristic. Following the success of "What's O'Clock" which received the Pulitzer Prize as the best book of poetry for 1925, EAST WIND promises to take a high place among the notable books of the year. \$2.25. (August 27)



HOUGHTON MIFFLIN CO.



The MAN They HANGED

By ROBERT W. CHAMBERS

An extraordinarily fine historical romance is this that renews the romance and adventures of America's early days. All the world has been calling Captain Kidd the greatest of the pirates. Mr. Chambers in this novel tells the truth about Kidd, and shows that historical fact proves him to have been no pirate at all, but an honest, honorable citizen.

"The Man They Hanged" is going to be a smashing success. Who will not feel the lure of the truth about Captain Kidd?

Publication
August 6.

\$2.00



D. APPLETON AND COMPANY
35 West 32nd Street New York

We are subscribers to the promotion campaign of the National Association of Book Publishers and heartily recommend their promotion material as an aid to the bookseller in increasing his business.

Keen students:

of advertising tell us that one must never write an advertisement from a negative standpoint. Yet there are times, when to make a point, it is essential first to show the other side of the shield. For instance:

It is reasonable to believe that publishing houses **WOULD NOT**, year after year, award their window display orders to a concern whose knowledge of the book business was slight and whose idea of what kind of displays book-sellers want was vague.

But publishing houses **WILL**, year after year, award their window display orders to a concern whose knowledge of the book business is the result of many years' experience in it and whose idea of bookseller display needs is based on intimate acquaintance with hundreds of them.

Nearly all of the leading publishers, **YEAR IN AND YEAR OUT AND FOR MANY YEARS**, have favored us with all of their window display orders.

Need we draw the rather obvious conclusion?

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***Specializing in Publishers' Window Displays
that make passers-by stop and buy***

51 East Forty-Second Street,

New York

**SIX
BEST SELLERS**

SALES and advertising staffs agreed upon them as the likeliest six on our very likely Fall list—and we venture to prophesy further that several of them will be there when the Fall best seller lists are compiled.

**CREWE
TRAIN**

by Rose Macaulay
\$2.50

•••••

WEDLOCK

by Jacob Wassermann
Author of
THE WORLD'S ILLUSION
Translated by
Ludwig Lewisohn
\$2.50

•••••

REVELRY

by
Samuel Hopkins Adams
\$2.00

•••••

**THE HARD
BOILED
VIRGIN**

by Frances Newman
Author of
THE SHORT STORY'S
MUTATIONS
\$2.50

•••••

SWEEPINGS

The Story of The Pardways
by Lester Cohen
\$2.50

•••••

**SUMMER
BACHELORS**

by Warner Fabian
\$2.00



**THE
HARD-BOILED
VIRGIN**

by Frances Newman

Author of *The Short Story's Mutations*

THIS book is for people who are optimists about finding something new under the sun—and for the pessimists too. It offers a NEW viewpoint on modern woman; its heroine is a NEW type of modern woman. It is written in a NEW style, easy to read but full of excitements in the NEW way in which it presents action and ideas.

It definitely establishes a new writer, whose remarkable achievement in *THE SHORT STORY'S MUTATIONS* (an anthology that gave the evolution of the short story) won her international fame.

Women will talk about it (and it's women who buy the most books). Writers and critics will talk about it. And men will talk about it because of the new way the women in the book have, of thinking and talking about them.

Yes, *THE HARD-BOILED VIRGIN* is a new thing under the Sun, that will find a big place IN the Sun. \$2.50. Publication—November.



BONI & LIVERIGHT, New York



GOOD BOOKS

Important Trade Announcement

Dodd, Mead & Company announce to the trade that they have taken over all publication rights to the following books formerly issued by Messrs. Small, Maynard & Company of Boston:

ALLEN, IDA C. BAILEY—
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ARCHER, WILLIAM—
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Playmaking

BALDWIN, FAITH—
Laurel of Stony Stream
Magic and Mary Rose
Mavis of Green Hill
Sign Posts
Those Difficult Years
Thresholds
Three Women

CRAIG, EDWARD GORDON—
On the Art of the Theatre
Woodcuts and Some Words

DAY, HOLMAN—
Kin O'Katadn
Up in Maine
Pine Tree Ballads
When the Fight Begins

EATON, RICHARD, Editor
Best French Short Stories of 1923-26.
3 vols.
Best Continental Short Stories of 1923-26.
3 vols.

FALES, WINNIFRED S.—
Easy Housekeeping Book
Household Dictionary
A Simple Course in Home Decorating

GILBERT, W. S.—
The "Bab" Ballads

GLASPELL, SUSAN—
Inheritors
Plays
The Verge

HARRIS, JOEL CHANDLER—
Uncle Remus and the Little Boy

HAVILAND, MARY S.—
Character Training in Childhood

HULL, E. M.—
Desert Healer

HULL, E. M. (Con't.)
The Shadow of the East
The Sheik
The Sons of the Sheik

HUMPHREY, GEORGE—
The Story of Man's Mind

HUMPHREY, MURIEL M., Editor—
The Best Love Stories of 1924-25. 2 vols.

KENT, CICELY—
Telling Fortunes by Cards
Telling Fortunes by Tea Leaves

KIRK, WILLIAM F.—
The Norsk Nightingale
Songs of Sergeant Swanson
The Harp of Fate

LORIMER, GEORGE HORACE—
Letters of a Self-Made Merchant to His Son

MANTLE BURNS, Editor—
Best Plays of 1919-26. 7 vols.

MARRIOTT, J. W., Editor—
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Best British Short Stories of 1922-26. 5 vols.

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RODIN, AUGUSTE—
Art

SCOTT, WALTER DILL—
The Psychology of Advertising

SMITH, GERTRUDE—
Arabella and Araminta
Jolly Polly
The Wonderful Stories of Jane and John

SNAITH, J. C.—
Broke of Covendon

STRONG, L. A. G., Editor—
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:-: 215 Victoria Street, Toronto

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By Edgar Wallace

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DOWN RIVER

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You will have as much fun reading this as the author had in writing it. A regular three ring circus for the kiddies with pictures n'everything.

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At last the complete biography of this most fascinating literary puzzle. A book that will necessarily be in every library and on every bookshelf pertaining to a well read person. New material hitherto unpublished makes this volume the most authoritative work yet compiled.

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A vivid historical novel by the author of "The Great Roxhythe," "Instead of the Thorn" and "Simon the Coldheart."

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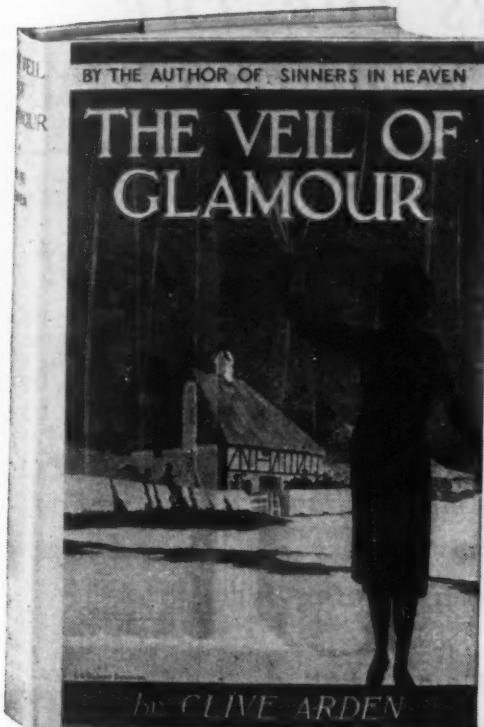
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*"Isn't it funny
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likes honey?
Buzz! Buzz!
Buzz!
I wonder
why he
does!"*

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Publication, October 15

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Publication, September 15.

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Publication, September 15.

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A brilliant novel by the sister of the distinguished poet, Edna St. Vincent Millay. Greenwich Village, then a Maine farm—the hectic gayety of Bohemian life followed by the loneliness and hardship of existence in a remote coast community—truly a novel of contrast and conflict. The man, a reticent New Englander; the girl, gay, artistic. Her attempts at adjustment, her restlessness, her experiments with the other man lead her to a hard-won peace and stability of character. *Cloth 12 mo.* \$2.00

Publication, September 15.

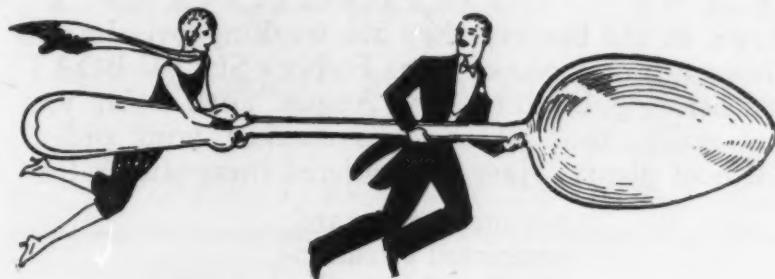
Young Folk, Old Folk A Novel of the Younger Set

By CONSTANCE TRAVERS SWEATMAN

A gay and witty story of modern American youth in St. Paul. The lovely Max and her kid sister, Jerry, their escapades and adventures, are delightfully described by a new writer of unusual ability and charm. Decidedly these are not sad young women. Mrs. Sweatman observes them and their attractive, bewildered parents with refreshing humor and a keen but kindly eye. The community and society are characteristic of our American life. *Cloth 12 mo.* \$2.00

Publication, October 15.

WILLIAM MORROW & CO., Inc. 303 Fifth Ave., New York



The advance orders were the largest any Galsworthy novel has had, but last week—

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- ¶ One of the chief New York bookstores increased its original order by 200 per cent.
- ¶ Another leading New York bookstore duplicated its original order.
- ¶ One of the leading Detroit booksellers duplicated his original order.
- ¶ And so did one of the foremost Boston booksellers.

And these are only a few among many.

**John Galsworthy's
The Silver
Spoon**

\$2.00

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The PUBLISHERS' WEEKLY

THE AMERICAN BOOK TRADE JOURNAL

NEW YORK, JULY 24, 1926

Does the Public Want to Be Told the Truth About History?

Dorothea Lawrance Mann



HISTORIANS have always wrangled among themselves, but today the whole art of history has come under fire. The very nature of the historian's duty has been questioned. Philip Guedalla finds that much history as it is generally known is merely folklore. There is a strong contingent from the patriotic societies who honestly believe that history should be written for the purpose of emphasizing the glorious qualities of the American people, and that all else should be sacrificed to that end. Another small group of eminent men are devoting their lives to the sifting of evidence to discover the truth of events and the real calibre of our great men—even to discover if they were great men at all.

Very largely the question lies between tradition and historical truth. There is some confusion in the average person's mind on the subject. He does not understand why history should be rewritten. He has a strong conviction in the matter of eye witnesses. When you attack the traditions of his childhood you are undermining the very foundations of his ideas. Individuals differ in regard to special traditions, but nearly all of them have some tradition they cannot bear to have questioned. Consider the furor over an eminent literary man's assertion that George Washington

was in the habit of swearing, or the discovery at the time of the celebration last year that both Concord and Lexington claimed the battle but that neither respected the other's claims. Professor Muzzey of Columbia horrified many when he dismissed the Battle of Bunker Hill with a single sentence. Americans have been reared in the tradition of Bunker Hill!

In an irreverent age men still reverence certain traditions of their childhood. National events and national heroes are among the most successful subjects for children's books. Naturally these stories are related dramatically and so the tradition starts as an heroic tradition-folk-lore as Mr. Guedalla calls it. To be sure there are a few persons whose nature it is to combat all heroic traditions, and who consequently spend their days trying to prove that our heroes were a poor sort of men. This deliberate blackening, however, is something very different from trying to get at facts.

"Americans," the historian, Allen French, told me, "are very slow in recovering from generations of hero-worship. It is now in our blood. People like to believe the things which they were told in childhood and it hurts them to be told anything else."

Mr. French makes the illuminating distinction that most people are "tradition-minded," and only a few are "historically-minded." One fact which the tradition-

minded people are likely to forget is the extreme unreliability of eye witnesses—a subject of which Professor Allen Johnson of Yale has written in his book "The Historian and Historical Evidence." With every intention to be truthful, eye witnesses differ very widely in their accounts of the same scene. Out of nine eye witnesses who testified concerning the explosion in Wall Street in 1920 it was later proved that only one of the nine had seen what really happened. That one was an army officer and a trained observer. The other eight had told as many stories and all incorrect. Harold Murdock has shown that eye witnesses at the Battle of Bunker Hill were largely deceived about what really happened and what British troops were engaged in the action. James Truslow Adams—one of our best known controversial historians, discovered a letter written soon after the battle by Samuel Adams to Elbridge Gerry, commenting on the fact that some of our military men had not acquitted themselves well at the battle and that therefore it would be well to collect every anecdote of a man who had behaved well and dilate on it as much as possible. Apparently as early as the Revolution "propaganda" was used consciously by the leaders!

These two elements—the unreliability of eye witnesses and the fact that the first evidence was liable to be doctored—deliberately reveal how difficult is the task of the historian who desires to get at the truth. The difficulties of the leaders in any great historical event are enhanced because they so rarely have a unanimous opinion behind them. The leaders of the Revolution must convince the bulk of the people that the American troops were remarkable for skill and bravery and that they were proving themselves against skilled British troops. Even after the war was over they must still stir up interest in union, and they used the accepted methods of Patriots. Thru the entire nineteenth century the cult of hero-worship grew in this country. Brass bands and centenaries have a fatal effect on truth, observes Mr. Guedalla.

It was not until the twentieth century that a group of historians appeared who were bent on sifting the evidence until the

real facts of our history and our great men were discovered. This point is important. These men were not afraid of their findings. They did not feel it needful to falsify in order to represent the United States as a great nation. They felt sure that they would not lose the fathers of the country by discovering them to have been human beings with problems to meet and capable of making errors. Equally they did not question the capacity of the public to receive the truth.

"It is not everybody," Mr. French emphasized to me, "who is qualified, either by having a judicial nature or by acquainting himself with all the essential facts, to come to a conclusion as to a fact of history. Many people do not understand the nature of historical evidence, and will take hearsay for truth. With the qualification, therefore, that a writer really knows what he is talking about, I am fully in favor of revealing his conclusions, even tho they may go counter to accepted beliefs."

The World War undoubtedly complicated life for the writer of history. Nearly all those who in the last few years have broken thru the crust of tradition have met sooner or later the same charge of lack of patriotism, of being pro-English, or even occasionally of desiring to bring about a reunion of England and the United States! This is largely because of the difficulty of eradicating the ideas received in the formative years of life. Stefansson tells how many people who have seen with their own eyes the varied flora of the Arctic lands go on saying that the vegetation of these countries consists of mosses and lichen—because forsooth when they went to school they learned that statement in their geography classes!

Most of our truth-seeking historians have met criticism in one form or another. Channing was criticised for calling the Boston Tea Party a mob and for mentioning the Stamp Act agitation as a riot—tho one wonders what his critics would have called similar demonstrations today. Even today only a few persons really believe that the colonists who settled Virginia were recruited from the same classes of people as those who came to New England—tho the fact that many of them came to this country first as indentured servants has been

printed many times. It is equally fruitless to call attention to the fact that the larger number of southerners before the Civil War were small land owners, and that even on the larger plantations there were only a few who lived in the luxury to which Mr. Vernon gives evidence. People go on talking of the rigor of the laws of seventeenth century New England tho Professor Harold Underwood Faulkner has stated emphatically in print that while New England in that period left something to be desired as a place to live in, it compared very favorably with other parts of the world or even with America today. There were, for instance, thirty-one offenses punishable by death in the England of James I, while at approximately the same time there were but twelve punishable by death in New England.

James Truslow Adams traces the criticism of his books on New England to just two classes—the Irish who dislike his attitude toward England, and the patriotic societies who have been the leaders in the history textbook agitation of the last few years.

Yet there is very hopeful evidence in the interest aroused in the work of our best

historians and biographers today that there is an increasingly large public which does read and which does want the truth. M. A. De Wolfe Howe feels no doubt of this condition. "In general," he said, "I should say that the public does want to be told the truth about history, and that the writer's responsibility is to tell it without malice and in no spirit of gloating. The writers who lick their chops over unsavory items and take as much satisfaction in dealing with inferior as with superior persons if only they can find some unflattering things to say about them, seem to me to have much to answer for. I have always thought that the first page of Owen Wister's miniature biography of Grant, in which he summed up briefly and unsparingly all that was to be said against his subject provides an excellent model of truth-telling."

The matter comes back in the end to the public. There is no question but that we have our historians and that their attitude aims at the highest ideals. It is quite possible that some at least of the public dislike being told the truth, because so often in the past the truth has been synonymous for something unpleasant!

A Homely Book

Come, my dear, and read to me
Something that you know,
Culled from long ago,
Nice and very homely.

Something old and strangely sweet,
Ripened with the years,
Hidden from the fears
Of our restless, modern feet.

Choose, my dear, a book for me,
What you think the best,
But, with humour blest
And a spice of roguery.

—Grace Raine.

The Humboldt College Plan of Recreational Reading

C. Edward Graves

Librarian, Humboldt State Teachers' College, Arcata, Cal.

SEVERAL colleges in different parts of the country have recently been experimenting with reading for credit, the Trinity College* plan being perhaps the best known. In each case, the reading has been done whenever the student chooses and the results have been checked up by means of written or oral reports. An experiment has been conducted at Humboldt State Teachers College this past semester in reading for credit at stated class-room periods. The primary purpose of the course, as stated in the catalog, is "to introduce the student pleasurable to some of the best modern writers." A deeper underlying purpose, however, is based on the hope that systematic activity of this kind may result in the formation of a permanent reading habit, or in the strengthening of that habit where it already has a beginning. If it is true that habits are formed by the constant repetition of certain sets of actions with continuing interest and enthusiasm, then some of the hoped-for results must have been attained. It is probably too early to gauge the final success of the plan, but all indications point to a genuine educational discovery that has the possibility of revolutionizing the teaching of literature.

Proceeding on the theory that if students are given an opportunity to read for pleasure in a comfortable home-like environment, at the same time earning credit toward graduation, they will enter into the work with enthusiasm, we offered a one-unit course called "Recreational Reading," which met twice a week in the Social Unit, a suite of rooms adjoining the library and ordinarily reserved for special social occasions. Fire-place and upholstered rocking

chairs and divans make the surroundings very comfortable and home-like. A carefully chosen list of books was wheeled into the room on a library truck each day and placed in the center of the room where the students could browse among them to their heart's content. In selecting these books, several local factors were taken into consideration, so that the list could not be recommended unqualifiedly to every institution planning to offer such a course. The books were bought new on purpose for the course and only one inconspicuous ownership mark was placed on each book, with the idea of teaching the love of books from the standpoint of physical appearance and the sense of ownership, as well as of literary values. Students were not, however, limited to the books in the special collection, but were given permission to read any book in the library of a recreational nature, with the advance approval of the instructor.

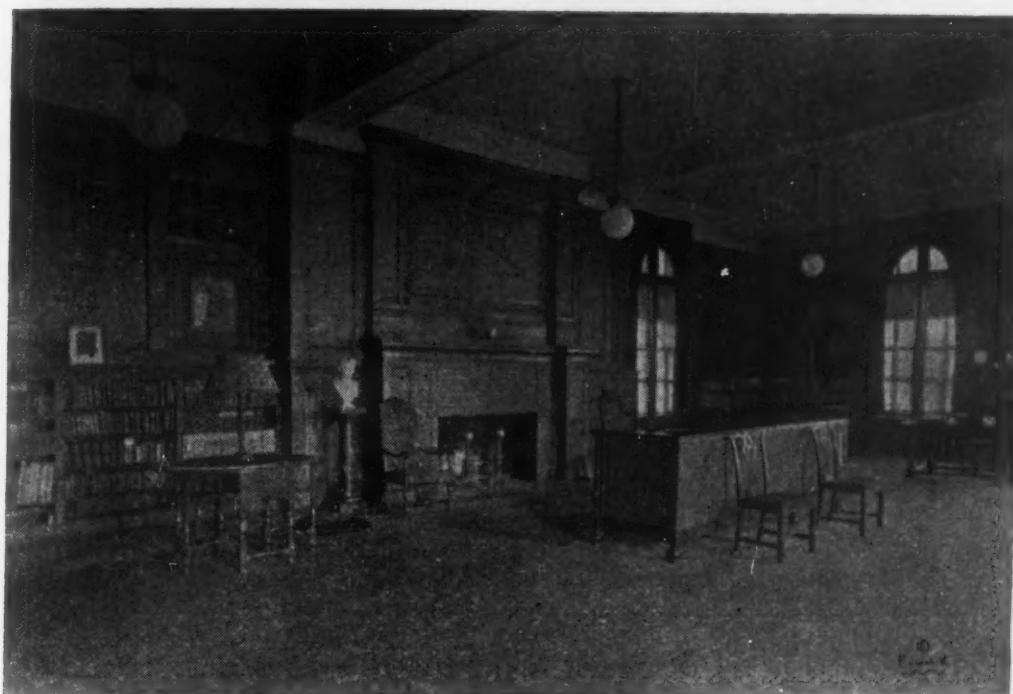
The first ten or fifteen minutes of each period were devoted to an informal talk on some author or book or subject represented by several books. These talks were informative and suggestive in character and the students were given every incentive to make further investigations for themselves. They were required to keep note-books of these preliminary talks, to be handed in at the end of the course. After the talk was over, the remainder of the period, 35 to 40 minutes, was spent in silent reading. The students were required to keep "appreciation notes" of all books read, and these notes were used to determine whether enough books had been read and whether enough original thinking had been done on the books read to deserve credit for the course. The suggestion was made that the notes be written in a very informal manner, much after the style of a personal letter to a friend. The only rule in regard

* Harry T. Costello, who compiled the Trinity College "List of Books for A College Student's Reading" has this year published a Supplement to his fascinating and valuable list.

to the choice of books was that at least as many non-fiction books as fiction should be read.

Registration in the course had to be limited to 25 students, on account of the limited amount of comfortable furniture available. It was felt that a supply of straight-backed chairs would introduce a formal class-room atmosphere not in keeping with the character of the course. Several stu-

The students read on an average ten books each during the semester, all the way from six to sixteen. A speed test taken at the beginning and end of the course showed an average increase of eight per cent during the course. The textbooks in silent reading tell us that there are three main factors involved, speed, comprehension and retention. Altho there was no method of measuring the latter two factors, it is



*The Browsing Room
at Smith College, with its low, open bookshelves*

dents had to be turned away, and the total registration for the course represented over ten per cent of the total college enrollment. Interest in the course continued unabated to the end. Perhaps the best evidence of it was the fact that about two-thirds of the class on the average took books with them for home reading, tho no reading was required outside of class. Many spontaneous expressions of appreciation came from the members of the class and several of them declared that it was the best course that they had taken in college. There was no question about their enthusiasm, and the class-room atmosphere, consequently, was delightful. There wasn't a sign of the unnatural strain that is usually manifest in the formal class-room.

reasonable to assume that at least there was no decrease, and consequently with an increase in the first factor the students are now better readers than they were before. There were many by-products of the course, some of which were expressed by the students themselves in statements handed in at the end of the course. General information about books and authors, a weak point with the average college student, was one of these by-products. The discovery of certain authors or books which appeal especially to the intellectual enthusiasm of the students is a valuable result that is sure to follow unlimited browsing. Perhaps one of the most important results is the urge to go on and read more of the interesting books seen and handled in later years.

One of the students expressed this well, when she wrote at the end of the course, "Before I started the course, I thought I had a feeling of unfinished reading, but now I know that I have."

Before we decided to offer the course, we circularized various educators, librarians, authors and literary critics all over the country in an effort to get constructive criticism on our plans. There was unani-

This feature of the work, which distinguishes the plan from all previous reading-for-credit plans, is in my opinion an educational discovery with great possibilities. The work is still in an experimental stage but looking ahead, I can see the possibility of teaching a whole series of courses in literature by this method. By carefully selecting and grading the books, using the less difficult books in the first



Brooks Room in the Library at Wellesley College where an informal arrangement promotes a joy in reading

mous agreement on the idea that there is genuine educational value in reading of a miscellaneous character but there was some difference of opinion as to whether the reading could be carried on profitably and pleasurable at stated periods. The experience of the class proves absolutely that this is possible, and our experience has been duplicated by that of Grace M. Petersen, Librarian of the State Teachers' College at Peru, Nebraska, who has been conducting a similar course this last semester. The students enter into the reading with an enthusiasm and lack of self-consciousness that creates an entirely different atmosphere from that of the ordinary class-room. They completely lose themselves in their reading, and discipline problems are unknown. Moreover, the regularity of the activity is an important element in the habit-forming process.

year, and grading up to the more difficult classics for the senior year, the interest and enthusiasm of the students will be turned into channels of self-instruction, the influence of which will far surpass that of any formal class-room lecture courses. We have heard a great deal recently about "creative education," a type of learning process in which the student is surrounded by the materials for creative work and the teacher merely directs and suggests. The course in Recreational Reading might be called a course in the appreciation of literature on a creative education basis. Wouldn't a series of such courses give the student a better background of acquaintance with the best literature of the world than any number of specialized lecture courses in the literature of some particular era or the poetry of some particular author? In addition, there would be the

advantages already mentioned in work of this type, especially the habit-forming activities.

The question of following up students after graduation and sustaining their interest in recreational reading is one that will have to be considered. Mimeographed or printed circular letters from the instructor is one possibility. Some kind of extension courses conducted by correspondence is another. Once the students' interest in recreational reading is aroused and the habit-forming processes are begun, the problem of making the influence of the course permanent is not a difficult one. Ways and means will surely be found for it in the experimentation of the next few years.

Books reserved for use in Recreational Reading Course, Humboldt State Teachers' College, Arcata, Cal. C. Edward Graves, Instructor.

(Other books available from main library collections.)

FICTION

Atherton, Gertrude. *The Conqueror. Stokes.*
 Bacheller, Irving. *Father Abraham. Bobbs-Merrill.*
 Balzac, Honoré de. *Père Goriot. Various publishers.*
 Buchan, John. *John McNab. Houghton.*
 Churchill, Winston. *The Crisis. Macmillan; Grosset.*
 Conrad, Joseph. *Nigger of the Narcissus. Doubleday.*
 DeMorgan, William. *Joseph Vance. Holt.*
 Ferber, Edna. *So Big. Doubleday.*
 France, Anatole. *Crime of Sylvester Bonnard. Dodd, Mead.*
 Frederick, John. *The Bronze Collar. Putnam.*
 Gale, Zona. *Miss Lulu Bett. Appleton.*
 Galsworthy, John. *The Forsyte Saga. Scribner.*
 Gibbs, A. Hamilton. *Soundings. Little, Brown.*
 Hardy, Thomas. *Far From the Madding Crowd. Harper.*
 Hooker, Mrs. Forrestine. *When Geronimo Rode. Doubleday.*

Johnston, Mary. *To Have and to Hold. Houghton; Grosset.*
 Kyne, Peter B. *Valley of the Giants. Cosmopolitan.*
 Lewis, Sinclair. *Babbitt. Harcourt.*
 Lincoln, Joseph C. *Fair Harbor. Appleton.*
 London, Jack. *Valley of the Moon. Macmillan.*
 Longstreth, T. Morris. *Mac of Placid. Century.*
 Melville, Herman. *Moby Dick. Various publishers.*
 Meredith, George. *The Egoist. Scribner; Burt.*
 Mitchell, S. Weir. *The Red City. Century.*
 Norris, Frank. *The Octopus. Doubleday-day.*
 Norris, Kathleen. *Mother. Doubleday; Grosset.*
 Page, Thomas Nelson. *Red Rock. Scribner.*
 Parrish, Anne. *The Perennial Bachelor. Harper.*
 Sabatini, Rafael. *The Snare. Houghton.*
 Sedgwick, Anne Douglas. *The Little French Girl. Houghton.*
 Tarkington, Booth. *The Magnificent Ambersons. Doubleday.*
 Tolstoi, Leo. *Anna Karenina. Various publishers.*
 Turgenieff, Ivan. *Fathers and Children. Macmillan.*
 Walpole, Hugh. *The Old Ladies. Doran.*
 Wells, H. G. *Christina Alberta's Father. Macmillan.*
 White, Edward L. *El Supremo. Dutton.*
 White, Stewart Edward. *On Tiptoe. Doubleday.*

NON-FICTION

Adam, Helen Douglas. *The Elfin Pedlar, and Other Poems. Putnam.*
 Addams, Jane. *Twenty Years at Hull House. Macmillan.*
 Akeley, Carl E. *In Brightest Africa. Doubleday.*
 Austin, Mary. *The Land of Journey's Ending. Century.*
 Bayles, Ernest H. *Animal Heroes of the Great War. Macmillan.*
 Beebe, William. *Jungle Peace. Holt.*
 Bennett, J. L. *What Books Can Do For You. Doran.*

Bok, Edward. Americanization of Edward Bok. *Scribner.*

Broun, Heywood. Sitting on the World. *Putnam.*

Burroughs, John. Accepting the Universe. *Houghton.*

Burt, Struthers. The Diary of a Dude Wrangler. *Scribner.*

Chase, J. Smeaton. California Desert Trails. *Houghton.*

Cooper, Merian. Grass. *Putnam.*

Davies, Mary Carolyn. The Skyline Trail, and Other Verses. *Bobbs-Merrill.*

Dickinson, Asa Don. One Thousand Best Books. *Doubleday.*

Eastman, Max. The Enjoyment of Poetry. *Scribner.*

Eaton, Walter Prichard. Skyline Camps. *Wilde.*

Edwardes, Tickner. Lift Luck on Southern Roads. *Macmillan.*

Fabre, Jean. Social Life in the Insect World. *Century.*

Finger, Charles J. Tales from Silver Lands. *Doubleday.*

Garland, Hamlin. Son of the Middle Border. *Macmillan.*

Gordon and King. Verse of Our Day. *Appleton.*

Gosse, Edmund. Father and Son. *Scribner.*

Graham, Stephen. Tramping With a Poet in the Rockies. *Appleton.*

Grayson, David. Adventures in Contentment. *Doubleday.*

Holliday, Robert Cortes. Literary Lanes and Other By-ways. *Doran.*

Hudson, W. H. Far Away and Long Ago. *Dutton.*

Jordan, David Starr. The Days of a Man. *World Book.*

Lagerlöf, Selma. Marbacka. *Doubleday.*

Leacock, Stephen. Over the Footlights. *Dodd.*

Lindsay, Vachel. The Congo and Other Poems. *Macmillan.*

MacDonald, Ramsay. Wanderings and Excursionings. *Bobbs-Merrill.*

Markham, Edwin. Shoes of Happiness. *Doubleday.*

Masefield, John. Salt Water Ballads. *Macmillan.*

Masterpieces in Color. Six Volumes. Biographies of Artists. *Stokes.*

Mills, Enos A. The Grizzly, Our Greatest Wild Animal. *Doubleday.*

Mitchell, B. W. Trail Life in the Canadian Rockies. *Macmillan.*

Morley, Christopher. Where the Blue Begins. *Doubleday.*

Muir, John. (Edited by W. F. Badé.) Life and Letters. *Houghton.*

Noyes, Alfred. The New Morning. *Stokes.*

O'Brien, Frederick. White Shadows in the South Seas. *Century.*

Papini, Giovanni. The Life of Christ. *Harcourt.*

Parker, Cornelia S. An American Idyll. *Little, Brown.*

Parkman, Francis. The Oregon Trail. *Little, Brown.*

Pearson, Edmund L. Books in Black or Red. *Macmillan.*

Pupin, Michael I. From Immigrant to Inventor. *Scribner.*

Rinehart, Mary Roberts. The Out Trail. *Doran.*

Roosevelt, Theodore. A Book-Lover's Holidays in the Open. *Scribner.*

Rusk, C. E. Tales of a Western Mountaineer. *Houghton.*

Service, Robert W. The Spell of the Yukon. *Barse & Hopkins.*

Seton, Ernest Thompson. Wild Animal Ways. *Doubleday; Houghton.*

Sharp, Dallas Lore. The Spirit of the Hive. *Harper.*

Stidger, Wm. L. Finding God in Books. *Doran.*

Strunsky, Simeon. Sinbad and His Friends. *Holt.*

Van Dyke, Henry. The Gospel for an Age of Doubt. *Macmillan.*

White, Stewart Edward. Credo. *Doubleday.*

White, William Allen. Woodrow Wilson. *Houghton.*

Young, S. Hall. Alaska Days with Muir. *Revell.*

Younghusband, Francis. The Heart of Nature. *Dutton.*

An A. B. A. Page

News and Notes of the American Booksellers' Association

Ellis W. Meyers, *Executive Secretary*

255 Tenth Ave., New York City

How To Use the Clearing House

Booksellers

MAKE out orders so that two copies can be sent to the Center.

Mark shipping instructions on each order unless Clearing House has been instructed to ship periodically or upon accumulation of sufficient books.

Do not place orders for more than one publisher on any one order blank.

Enclose orders (in duplicate) in one envelope and mail to the American Booksellers' Association, 255 Tenth Avenue, New York City. Note saving in postage. One of our members saved *ninety-four* cents last week by mailing his orders direct to us.

Notify Center at once (if you have not already done so) as to how and when and by what route you wish shipments made.

New York Publishers

Have boy call at 255 Tenth Avenue every morning at 8:30 A.M. for orders.

Phone at 1 P. M. for late mail orders.

Fill orders promptly, sending all books except those on orders marked with special instructions (orders such as those going direct to the bookseller's customers under his label) to the Center on the same day.

Pack as tho for parcel post.

Do *not* make up parcels weighing over forty pounds.

Mark *Clearing House* number on each. (All orders will bear this number after July 21.)

Bill direct.

Notify booksellers of shorts, unless otherwise instructed.

Send shorts (under original C. H. number) to us as soon as possible, unless otherwise instructed.

Send us the name of a responsible person in your order department so that we may have a "contact point."

Booksellers and Publishers

Watch the *Publishers' Weekly* and your mail for further Clearing House notices. It must be remembered that this venture is new and still in its experimental stage and that we are forced to move slowly until we become accustomed to our new system. It is therefore necessary to have it understood that the various instructions and routines issued and established from time to time are "subject to change with notice."

The continuance of the Clearing House is entirely dependent upon its becoming a practical aid to our members and an economically sound undertaking for the Association. Naturally we do not wish to go ahead with anything that is not to be beneficial to all of us.

This much we do know. It is possible to effect a saving on the orders themselves and on carriage charges. The same sort of thing that we are doing has been successfully worked out in Europe. It will be a great stride forward for the trade if we can do it here.

Conditions in this country are not the same as those under which they work abroad. Our rents, salaries and costs of material are much higher. Care must be exercised so that not one penny may be spent needlessly. It is very easy for us to waste money experimenting—and it is just as easy for both bookseller and publishers to add to our costs by failing to follow the instructions which we issue.

* * * * *

The first of the Association Bulletins for this year was mailed last week. It contains the first Association Bulletin of Advice. As the Advisory Committee becomes more accustomed to its work and of the booksellers' needs, the contents of each succeeding number will be more helpful.

THE Publishers' Weekly

The American Book TRADE JOURNAL

Founded by F. Leypoldt

EDITORS

R. R. BOWKER F. G. MELCHER
62 W. 45th St., New York City

July 24, 1926

I hold every man a debtor to his profession, from the which, as men of course do seek to receive countenance and profit, so ought they of duty to endeavor themselves, by way of amends, to be a help and ornament thereunto.

—BACON.

New A. B. A. Undertaking

THE American Booksellers' Association has entered its new year embarked on several important projects. The Clearing House plan is one which has precedents in many book countries and has been worked out in such careful detail that the booksellers of Germany, Holland, Scandinavia and France would not consider that business could be profitably done without this machinery. England has just sent a commission to Europe to study Clearing Houses with leading publishers, retailers and jobbers in the party. It is a program requiring energy and skill to work out, as with all agencies whose perfecting comes from infinite attention to detail, and in this country where it has been more lightly undertaken there will be need of close cooperation in order to build up a volume of business which will make the Clearing House an economic possibility in the field of American book distribution.

The Advisory Council plan is new in its scope and the A. B. A. must test out uncharted areas.

The membership of the Council, as announced by Secretary Meyers, contains some of the ablest men in the trade and their bulletin will be looked forward to with interest by the members.

The difficulties of this plan lie in the unstandardized character of bookstores. An Advisory Council takes on some of the as-

pects of a board of managers for a national organization of chain stores, but with the handicap that comes from having stores of widely different character, appealing to customers with entirely different tastes and staffed by people with quite different personalities. Most bookstores can use similar bookkeeping ideas, common book-handling methods, but can they use identical ideas of what to merchandise and how to push that piece of merchandise? The officers of the A. B. A. conduct bookstores of very differing character. They have been successful merchants, the best in the trade. Are they going to follow a uniform program of merchandise promotion or are they going to continue to follow their own trained instincts? If the officers themselves are not going to follow the uniform promotion program, are they planning something for others that they do not expect to use systematically themselves?

Every bookseller studies other shops and adapts ideas for his own use. An important function of a trade paper is to pass ideas of one store to another. The difficulty in the announced program of the Council comes in making merchandising suggestive in terms of specific titles. The best plan for one good merchant for the week of July 24th might be to emphasize "The Mauve Decade," for another the best bet is "The Story of Philosophy," for another "Our American Cardinals," or "Tomorrow's Tangle," or "Modern Library," or "Popular Copyrights" or varying combinations. Without knowing the local conditions, advice probably would best become generalities or typical illustrations of good practice.

It may well be that the programs outlined for specific books are to be considered as examples of what may be done for any book, for certainly it must not be the objective of the trade to narrow the area of constructive sales effort to a few titles but rather to give as many good books as possible their due emphasis and a contact with their potential market. The American book market has been strengthened by the broadening tendencies of late years and will continue its progress in that direction.

It is asking a great deal of these loyal members of the A. B. A. to give so much of their time to the common cause. The

Association should not expect this contribution from them unless their advice is going to be used conscientiously by hundreds of stores.

The State of History Writing and Publishing

DOROTHEA LAWRENCE MANN has written in this issue a study of modern history from the reader's point of view. Does the public want to be told the truth about history? she asks. She finds that on the whole the public does, tho the truth is oft unpleasant to the reader who finds that the new truth demands the sacrifice of some of the most cherished of his long-held beliefs.

Modern history is approached in another and more critical fashion in the report of the Committee on the Writing of History, of the American Historical Society, published by Scribner the first part of this month. The last article in this report is called "The Present State of History-Writing," an article by John Spencer Bassett. Mr. Bassett goes beyond Miss Mann, and writes of Modern history from the view point of a historian. He contrasts the older group of historians with the new school; the new school approaches history in the scientific spirit, and writes informational history. Mr. Bassett is more definite than Miss Mann in his feeling that the public does not at present read history. The historian is no longer a social lion, he says, as Bancroft was in his day. Magazines do not publish as much history as they did in the eighties, and volumes of history do not bring to their authors the rewards in fame and fortunes that came to Bancroft, Parkman, Prescott and Washington Irving. The reason for this indifference to history on the part of the public is not the aversion to historical truths, but the sacrifice, by the modern historian, of style, grace and charm to the cold telling of these scientific facts. Mr. Bassett speaks of the clear and charming pages of Prescott, and laments the fashion of the modern historian to introduce into his text all the pros and cons, debating doubtful points before his reader who has not acquired enough interest in the subject

to pay attention to the debate. Mr. Bassett emphatically states that nothing in his plea for more graces of style is intended to dispraise the splendid gains to history due to the arrival of the so-called scientific spirit in history. The article concludes with a letter from Ellery Sedgwick, editor of the *Atlantic Monthly*, "Interest in history has undergone a long and slow decline," says this letter. "The reason is not inherent, for there has certainly never been a time when the lessons of history called for so wide an application. It is the historians themselves who seem at fault. They have catalogued and dissected and subdivided history after the Linnaean plan, dear to the scientific heart, but repugnant to normal human interest. Great historical enterprises, such as *The Cambridge History*, are written by a small, and read by a large, group of specialists. When they come into the hands of the general public, it is usually thru the efforts of the persistent publisher. The ordinary man feels the terrifying perplexities of the subject, and knows that to master it in any degree, he must wade thru a whole series of volumes. He craves two things—a general synthesis whereby he may try at least to see history steadily and whole, and the return of that old-fashioned preoccupation with the leaders of the race, which used to stimulate the imagination and give the personal note which most of us still desire."

The book-trade may not wholly accept the judgment of these writers that the public is not interested in history as everyone must have freshly in mind that all records of bookselling were eclipsed by the public reception of Wells' "The Outline of History" to say nothing of the notable total achieved by Van Loon's "The Story of Mankind." It may be true that Channing and Oberholtzer are not the public figures that were Bancroft or Motley but it may be to the ultimate benefit of history writing if the public does not make too insistent demand on the time of writers.

To the advantage of history publishing is the great accumulation of monograph and thesis material awaiting the writer who can reinterpret these facts to a public whose appetite for history has been whetted by many successful biographies and biographical novels.

In the Book Market

ONE of the most remarkable features of the last few years has been the great and growing increase of interest in Blake, both as poet and artist—an interest which is likely to culminate next year, which is the year of Blake's centenary. In the last twelve months we have had five books by or about him, "Poetical Works; With a Memoir by W. M. Rossetti" (Harcourt); "Twenty-Seven Drawings," being illustrations for *Paradise Lost*, *Comus* and the *Bible* (C. J. Smalley); H. L. Bruce's "William Blake in this World" (Harcourt) D. Figgis' "Paintings of William Blake" (Scribner), and E. H. Short's "Blake" (Stokes). Ernest Benn in London has announced two Blake items for early publication, a monograph by Laurence Binyon on "The Engraved Designs of William Blake," which will be published in a limited edition and illustrated by some 20 plates in color and 80 in collotype, and a facsimile of Blake's "Songs of Innocence," which will be published at a popular price and which will no doubt be in vogue as a Christmas present to and from men of taste. The Oxford Press (American Branch) which gets out a very nice and inexpensive edition of his collected poems has announced Blake's "Prophetic Writings" in two volumes. All in all, quite a nice shelfful of Blake. . . . Doubleday, Page have announced an advertising contest for "Show Boat" the new Edna Ferber book. They have planned an advertisement which states only the title, the author and publisher, the price and the fact that it is by the author of "So Big," and is "on sale at all bookstores, everywhere." Announcing the contest they say; \$50 for 50 Words! Now is your chance to show us the sort of advertising *you* want! An 8" x 8" advertisement on "Show Boat" will appear in the local paper of the bookseller or clerk who wins the prize, and in the *N. Y. Times* and the *Chicago Tribune*. Submit as many ads as you want (tell what the book is about without using superlatives) and to the 50 words that are most fitting in the opinion

of a committee of prominent advertising men, we will give \$50 cash. We will furthermore pay \$10 each for any other piece of copy submitted in this contest that we can use in our campaign on this book. Closing date, August 15th, but write your ad at once. (No special form is needed.) We'll gladly send you a sample copy free of "Show Boat" if you write us on your letter-head. Use a separate piece of paper for your answer. Address Mr. Frank Henry, Sales Manager, Doubleday, Page & Co., Garden City, N. Y. . . .

THE DRUID PRESS is a new Chicago publishing concern which will make the experiment of publishing books to be sold by yearly subscription, one book to be issued each month. The editions issued to subscribers will be specially printed, de luxe bound, autographed and numbered. Other editions, presumably of less elaborate format, will be placed with the trade after the subscribers have been served. Among the manuscripts now on hand for publication are "The Road to Antioch," a poem by J. U. Nicolson; "Meet Uncle Sam, Father Bull," by P. A. Vaile; "Eleanor of Aquitaine," by Charles B. Reed; "The Golden Flood," the last work of Edgar Saltus (never before published); "World Building," by Roger Pocock, and "Hitherto Uncollected Stories," by Mark Twain. The Druid Press has secured the services of James L. Renshaw, formerly with Pascal Covici. . . .

CLAUDE G. BOWERS, author of the widely read "Jefferson and Hamilton" (Houghton Mifflin Company), was appropriately honored by the Thomas Jefferson Memorial Foundation at Monticello, Virginia, on July 5. In appreciation of his revealing study of the memorable ten-year struggle between Jefferson and Hamilton, Mr. Bowers was the recipient of a medal given at the Jefferson Centennial held at Jefferson's home in commemoration of the 100th anniversary of his death. The medal is the one which was given to Jefferson as a token of good will by a group of Indians who visited him in 1803.

AMERICAN FIRST EDITIONS

A Series of Bibliographic Check-Lists.

Number 84

JAMES ABBOTT McNEILL WHISTLER, 1834—1903

Compiled by Don C. Seitz

WHISTLER is another of the expatriates we are still proud to claim. Educated at West Point, he early cast loose from the Army and found his expression in England. The main part of this check list is an effort to confine it to books containing a distinct literary effort, not merely a catalog of paintings, or note of a book containing a reproduction of one of his works of art.

WHISTLER V. RUSKIN. *London*, 1878.

Wrappers.

THE PIKER PAPERS. *London*, 1881.

Privately printed.

THE PADDEN PAPERS. *Chelsea*, 1882.

PROPOSITIONS. *London*, 1886.

MR. WHISTLER'S TEN O'CLOCK. *London*, 1885.

25 copies privately printed. Published editions in England and America are dated 1888. Also with "The Reply to Swinburne" added, Chicago, 1904. 15 copies on vellum, 55 on French, 105 on Italian paper.

THE GENTLE ART OF MAKING ENEMIES. *Paris*, 1890.

Gray green paper wrappers. Edited by Sheridan Ford. Only a few copies escaped suppression by Whistler. There were editions in the same year in New York and London. The London has 250 copies large paper. Second edition, London 1892, has added material.

EDEN VERSUS WHISTLER. THE BARONET AND THE BUTTERFLY.

A VALENTINE WITH A VERDICT. *Paris*, [1899].

125 copies large paper. New York edition in same year.

WILDE v. WHISTLER. *London*, 1906.

Privately printed. 100 copies large paper.

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CATALOGUE OF PAINTINGS BY JAMES McNEILL WHISTLER. *London*, 1874.

NOTES ON THE PEACOCK ROOM. *London*, 1877.

Privately printed.

VENICE PASTELS. *London*, T. Way. (1881).

ETCHINGS AND DRY POINTS. Venice. *Chelsea*, n. d. (1883). Printed by T. Way.

"NOTES"—"HARMONIES"—"NOCTURNES." *London*, 1884.

"NOTES"—"HARMONIES"—"NOCTURNES." *London*, 1886.

COURT AND SOCIETY REVIEW. July 1, 1886.

NOCTURNES, MARINES AND CHEVALET PIECES. (*London*, 1892.)

A SERIES OF LITHOGRAPHS OF SCENES AND PLACES DESCRIBED IN WASHINGTON IRVING'S "ALHAMBRA," BY JOSEPH, WITH AN INTRODUCTORY LETTER BY JAMES McNEILL WHISTLER. *London*, 1896.

ILLUSTRATED SOUVENIR. *London*, William Heinemann. 1898.

A CATALOGUE OF THE PICTURES, DRAWINGS, PRINTS AND SCULPTURE AT THE SECOND EXHIBITION OF THE INTERNATIONAL SOCIETY OF SCULPTORS, PAINTERS AND GRAVERS, ETC. *London*, International Society of Sculptors, Gravers and Painters. 1890.

A CATALOGUE OF THE PICTURES, DRAWINGS, PRINTS AND SCULPTURE AT THE THIRD EXHIBITION OF THE INTERNATIONAL SOCIETY OF SCULPTORS, PAINTERS AND GRAVERS. *London*, The Printing Arts Co., Ltd., 1901.

WHISTLER AS I KNEW HIM. By Mortimer Menfres. *London, 1904.*
Edition de luxe, 500 copies.

THE GENTLE ART OF RESENTING INJURIES, BEING SOME UNPUBLISHED CORRESPONDENCE ADDRESSED TO THE AUTHOR OF "THE GENTLE ART OF MAKING ENEMIES." By Frederick Keppel. *New York, 1904.*

Privately printed. With facsimiles of letter and envelope, with mourning borders, from Whistler to Keppel in which the latter is attacked by the former.

WITH WHISTLER IN VENICE. Otto H. Bacher. *New York, 1908.*

GREAVES, WHISTLER AND CHELSEA. A Personal Note. By Walter Greaves. *Chelsea, 1911.*

WHISTLER'S PASTELS AND OTHER MODERN PROFILES. By A. E. Gallatin. *New York, 1912.*
250 copies.

MEMORIES. By T. R. Way. *London, 1912.*

Numerous reproductions. Small 4to, uncut. First Edition.

WHISTLER. The Lithographs by Whistler. Arranged according to the catalogue by Thomas P. Way. *New York, 1914.*
400 copies.

THE ETCHINGS OF JAMES McNEILL WHISTLER. Campbell Dodgson. *London, 1922.*
WRITINGS BY AND ABOUT JAMES ABBOTT McNEILL WHISTLER. A Bibliography. By Don C. Seitz. 1910.

Business Men Urge Business Books

AN apt paraphrase might be, "Show me the tools that you use and I'll tell you the kind of retailer you are," or "A retailer is known by the tools that he keeps." The *Retail Ledger's* first July issue gives what leading business men from all over the country have selected as the best books on the various phases of retail business. Some of those who assisted in this important work were: S. W. Reyburn, president, Lord & Taylor, New York City; Prof. M. P. McNair, assistant professor of marketing, Harvard Bureau of Business Research; L. H. Morley of the Public Library of Newark, N. J.; Officials of the National Retail Dry Goods Association and other equally important and informed men. These authorities were asked to indicate on a list of a large number of books, the volumes which they considered best in the fields of retail accounting, advertising, correspondence, credits and collections, salesmanship, store policies and window display. The votes received were then tabulated, and the leading books were selected from each of the seven given classifications to make up the "Twelve Best Books on Retail Business." "A store library composed of these volumes," says the *Retail Ledger*, "would be small enough to be tucked away on a single shelf, but, on the other hand, it would contain virtually all the information necessary for the successful conduct of a business." Here they are, then, the best books on retail business:

Accounting

"Chain Stores, Their Management and Operation." By W. S. Hayward and Percival White. *McGraw-Hill.*

"Principles of Accounting." By Albert C. Hodge and J. O. McKinsey. *Univ. of Chicago Press.*

Advertising

"Retail Advertising and Selling." By S. Roland Hall. *McGraw-Hill.*

"Advertising Copy." By George Barton Hotchkiss. *Harper.*

Business Correspondence

"Handbook of Business Correspondence." By S. Roland Hall. *McGraw-Hill.*

"Making Letters Pay." By Edwin H. Schulze. *Appleton.*

Credits and Collections

"The Retail Charge Account." By Frederick W. Walter. *Ronald Press.*

"Installment Sales and Collections." By Bryant W. Griffin. *Prentice-Hall.*

Salesmanship

"The Human Side of Retail Selling." By Ruth Leigh. *Appleton.*

"Retail Selling Methods." By Laura Baer. *McGraw-Hill.*

Store Policies

"The Merchants' Manual." By Lew Hahn and Percival White. *McGraw-Hill.*

Window Display

"The Handbook of Window Display." By William Nelson Taft. *McGraw-Hill.*

Chicago Field Day is Devine

A Letter in the Anita Loos Manner from Louis Greene

CHICAGO is devine. I mean when it is Field Day and the bookmen who have to come to Chicago are going to spend one day at a Chicago golf club it is devine.

I mean it nearly rained on Friday July 9th which is the day the bookmen had a Field Day, but soon the sun was shining and everybody had a good time. I mean when Brent Vaughan and Ed Brewster and Duke Hill and Billy Barse and Harry Burt come all the way from New York and have a Field Day it does not rain. I mean Billy Barse and Harry Burt came from New York, but Brent Vaughan and Ed Brewster and Duke Hill have to live in Chicago, which is devine.

Golf is devine. I mean it is a game which is devine. I mean when it is a nice day when you don't have to try to win the pinochle prize from Fred Nunan or Louis Levy which only Brent Vaughan did and Fred Nunan got second prize on the program, and Albert Whitman got first prize for a bridge game which is more reformed, it is devine. I mean golf is such a game which nearly everybody who played golf won a prize, except Bobbie Jones who went to Columbus, Ohio, to win a prize. I mean it is more refined to play golf and win a prize with a handicap. I mean when you have the Blind Bogey on Field Day you can win a prize like Fred Greenwood and D. L. Macrae. I mean you could win lots of prizes in the following:

GOLF: 27 Holes (instead of 36 all day on acc't of rain)

Prize for Low Net, Handicap (143-24-119) J. F. Winters

Prize for Low Gross, No Handicap (132) M. A. Donohue

GOLF: Blind Bogey

Fred Greenwood

D. L. Macrae

1.30 P. M. **GOLF: 18 Holes**

Prize for Low Net, Handicap (90-18-72)

E. M. Hale

Prize for Low Gross, No Handicap (87)

Fred Butenschoen

The committee gave lots of new prizes. I mean Frank Howard who played golf in the barnyard won a prize by pitching horseshoes all afternoon. I mean when dinner was being served and Jack Hopkins who could win a prize if the committee had one got a song which Johny Winters sang.

The dinner was devine. I mean when Charley Stevens who is our host and honorary treasurer of the Westward Ho Golf Club who made a joke about his club making hundreds of dollars on every ten dollars that bookmen have to spend on Field Day, and got Jimmy Molloy who is known as a bookman to move the piano from the second floor it was devine. I mean Charley Stevens made everybody feel so good that Jack Mullen, who is the toastmaster, soon introduced the other speakers at the banquet who were there.

I mean the Hon. Dave O'Connell, our representative in the Congress, made a fine speech. I mean Shirley Brewer was introduced and he made a speech. I mean Jack Mullen then asked John Coyle to talk to us and everybody liked it so much that they could listen to him for hours. I mean the songs which everybody sang made us very happy to come to the best of Bookfield Days.

P. S.—Chicago won—12 to 11. Better luck next year! I mean Chicago would be deirner if we had better luck next year!



ATTENDANCE AT CHICAGO BOOK FAIR

Adams, H. S., Eaton Crane & Pike Co.
 Amis, George, Harcourt, Brace & Co.
 Avery, Siney, Brentano's, Chicago.
 Bachmann, Geo. F., Thomas Nelson & Sons.
 Barse, W. J., Barse & Hopkins.
 Bates, Frank L., Chicago.
 Black, L. N., The Book Supply Co.
 Blessing, W. P., W. P. Blessing Co.
 Blundstone, H. R., Western Book & Sta. Co.
 Boedeker, E. F., M. A. Donohue & Co.


In the golf tournament E. F. Brewster argued a good game

Brewer, S. E., Western Book & Sta. Co.
 Brewster, E. F., Chicago.
 Burger, A. W., Harper & Bro.
 Burt, Harry P., A. L. Burt Co.
 Butenschoen, F. H., Imperial Methods Co.
 Caldwell, Braden, Reilly & Lee Co.
 Campbell, D., Wm. Collins Sons & Co.
 Cappeller, Geo., Milton Bradley Co.
 Chumley, Harry H., Woodworth's Book Store.
 Clagett, Thos. H., Doubleday, Page & Co.
 Clarkson, Tom, David B. Clarkson Co.
 Coen, Jesse M., A. C. McClurg & Co.
 Connell, H. J., Kaufmann & Baer Co.
 Cook, Howard W., Reilly & Lee Co.
 Coy, G. M., Butler Bros.
 Coyle, John, Stoll & Edwards.
 Crowder, J. L., Boni & Liveright.
 Darst, Sam H., Reilly & Lee Co.
 Dexter, Chas C., Western Book & Sta. Co.
 Donohue, M. A., M. A. Donohue & Co.
 Drake, H. W., George H. Doran Co.
 Drake, S. W., F. J. Drake & Co.
 Early, Preston H., L. C. Page & Co.
 Farrelly, Philip J., J. H. Sears & Co.
 Feldstein, B., Western Book & Sta. Co.
 Finley, F. C., The Pilgrim Press.
 Forrest, Howard J., Western Book & Sta. Co.
 Furman, E. I., Macaulay Co.
 Gatlon, M., Cupples & Leon.
 Giffen, Chas., E. P. Dutton Co.
 Glenney, W. P., Wm. Collins Sons & Co.
 Greene, Louis C., *The Publishers' Weekly*.
 Greenwood, Fred, Chicago.
 Griffith, W. C., Laird & Lee Co.
 Hahner, Geo., Chicago.
 Hale, E. M., Eau Claire Book & Sta. Co.
 Hallberg, George C., A. C. McClurg & Co.
 Hellenberg, A. W., Montgomery Ward & Co.
 Henry, Ralph B., Carson Pirie Scott & Co.
 Hill, Duke, Montgomery Ward & Co.
 Hitchens, B. F., John C. Winston Co.
 Holland, W. A., Western Book & Sta. Co.
 Hopkins, John H., Barse & Hopkins.
 Hotchkiss, John, Reilly & Lee Co.
 Houston, James R., National Pub. Co.
 Howard, Frank H., Reilly & Lee Co.
 Howell, Frank, Chicago.
 Hoyt, L. W., Small Maynard & Co.
 Hyde, W. C., Methodist Book Concern.
 Ironsmith, E. M., Montgomery Ward & Co.
 Johnson, C. A., Automobile Blue Books, Inc.
 Kendall, C. Guy, A. C. McClurg & Co.
 Ketcham, E. C., Grosset & Dunlap.
 Knapp, F. D., Macmillan Co.
 Kohr, W. R., Thomas Nelson & Sons.
 Korbel, Charles, Oxford University Press.
 Kornbau, Rudolph G., John C. Winston Co.
 Lea, George J., Reilly & Lee Co.
 Levy, Louis M., J. H. Sears & Co.
 Lilja, R. H., Rand McNally & Co.
 Littlejohn, G. W., Rand McNally & Co.
 Loring, Percy A., A. & C. Boni, Inc.
 Lyons, Michael, Sam'l Gabriel Sons Co.
 Macrae, D. L., Macrae-Smith Co.
 Macmillan, A. M., Henry Altemuss Co.
 McGovern, William V., Albert Whitman Co.
 McWilliams, J., Western Book & Sta. Co.
 Metzger, Geo. B., Charles E. Graham & Co.
 Meyer, Harry V., George H. Doran Co.
 Molloy, J. V., Cosmopolitan Book Corp.
 Morris, Judson B., A. C. McClurg & Co.
 Mullen, J. J., Alfred A. Knopf, Inc.
 Munk, Arnold H., Platt & Munk Co.
 Murkland, P. A., J. H. Sears & Co.



Naylor, W. H., Abingdon Press.
 Neiman, James H., Montgomery Ward & Co.
 Newton, D. W., The Fair.
 Nourse, L. G., Thos. Nelson & Sons.
 Nunan, F. T. J., A. L. Burt Co.
 O'Connell, Hon. David J., Funk & Wagnalls Co.
 O'Donnell, Frank O., Reilly & Lee Co.
 Olsen, H. Tanner, Bobbs-Merrill Co.
 Pilkington, Joseph V., Cokesbury Press.
 Porter, E. M., A. L. Burt Co.
 Proctor, Dave, McLoughlin Bros.
 Reilly, F. K., Reilly & Lee Co.
 Richards, K. B., Macmillan Co.
 Robinson, W. C., David McKay Co.
 Runyan, Harry, Hall Bros.

Ryerson, O. R., Carson Pirie Scott & Co.
 Saalfeld, A. G., Saalfeld Pub. Co.
 Shepherd, W. O., John C. Winston Co.
 Smith, James J., Doubleday Page & Co.
 Spero, Ben, Saalfeld Pub. Co.
 Stanton, John R., John R. Stanton Co.
 Stevens, C. A., Stevens Maloney Co.
 Thyberg, I., Emery, Bird, Thayer Co.
 Vaughan, L. B., F. J. Drake & Co.
 White, Jos. J., Chicago.
 Whitman, Albert, Albert Whitman Co.
 Wikstrand, Victor E., Rand McNally & Co.
 Winters, John F., The Century Co.
 Wolf, H. D., Montgomery Ward & Co.
 Wolter, Peter, A. C. McClurg & Co.
 Youngman, J. M., Brentano's.

Dodd, Mead Buys Titles

SMALL, MAYNARD & CO. have sold to Dodd, Mead & Co. certain titles from their list including the famous series of anthologies which developed since 1915 from O'Brien's "Best Short Stories" and including "Best British Short Stories," "Best Continental Short Stories," "Best Plays," etc. The purchase also includes the E. M. Hull titles. Small, Maynard continue in their field general new book publishing.

Communication

BOOKS DAMAGED IN MAIL

McDEVITT-WILSON'S, INC.
 New York City

July 6, 1926.

Editor, *Publishers' Weekly*:

From time to time we are receiving books from different publishers so inadequately protected that either the corners of the books are bent or broken, or the edges of the covers are indented by the twine (or both), and unless a customer is not over-particular, complaints result, and such complaints on the part of the purchaser are perfectly justified.

Therefore, we feel that the packing and shipping departments of all publishers (also all retailers) should know of and adopt a method of book wrapping whereby it may be reasonably expected the package

will go thru to its destination with its contents in as perfect condition as when it leaves the bindery.

The two best methods for packing books, where shipment is too small for a wooden case, that we know of, are as follows:

1. A slip case carton of corrugated heavy board, which covers and protects the entire book.
2. By cutting the board a trifle longer than the book on each end, then wrapping in heavy shipping paper, the two projecting ends will naturally tend to come together beyond the end of the book, thereby protecting the entire book nearly if not quite as well as the slip case carton.

Of course, the heavy board about the book protects the contents of the package from string indent.

Because we feel this is an important duty of the booktrade in general, and because we think the American Booksellers' Association will be glad to do what they can to overcome the trouble, a copy of this letter is being sent to Ellis W. Meyers, Executive Secretary of the A. B. A.

McDEVITT-WILSON'S, INC.
 Ralph Wilson.

P. S.—Since writing the above we, today, received two books from two large publishers, both very badly damaged, thru not being properly protected.—R. W.

British Booksellers' Conference

THE Annual Conference of the Associated Booksellers of Great Britain and Ireland, held at Exeter, England, June 4-7, was, from all accounts, an outstanding success. This success was due to the hard work of the Council under the able presidency of G. B. Bowes, to the untiring efforts of the Reception Committee, and last, but by no means least, according to the *Publishers' Circular*, which carried a long account of the proceedings, "to the solid spade work put in by Mr. W. J. Magenis."

The attendance was nearly up to the standards of recent years in spite of the fact that a fortnight before all the industries were dislocated by the great strike, and the enthusiasm far surpassed that of any other year. Guests included H. W. Keary, and his assistant, Edward Pearce, and that genial veteran from New Zealand, G. H. Bennett, the Vice-president of the Associated Booksellers of New Zealand, who brought a message of greeting from his colleagues overseas. There were many regretful apologies from members everywhere who were unable to attend, and greetings from kindred Associations assembled at Birmingham and Porthcawl.

The proceedings opened on Friday, June 4, with the President's, G. B. Bowes', report on the year's work. He pointed out that constructive work was better and more solid than cheap criticism and empty words, that cooperation was better than antagonism, the development of the young bookseller or assistant was necessary to build up the trade of the future, and the linking up with the work of kindred societies whose interests bordered on our own, and the personal responsibility of each bookseller for the welfare of the craft of books.

On the second day a symposium was held on the interesting subject of "Co-operation Between Authors, Publishers, Booksellers and all Others Interested in Books." Maurice Marston, of the National Book Council, spoke of the national need for the reading habit to begin in childhood. George Sampson, the well-known critic and educationist, outlined the development

of national education in relation to the love of books and reading in the child mind. Jonathan Cape, with his early experience as a bookseller's assistant and later development as a publisher, discussed the question from the trader's point of view. Each of these addresses was valuable and full of interest, and showed without doubt that the Association and other bodies were seriously trying to grapple with root problems.

J. G. Wilson, of London, and F. S. Thornton, of Oxford, discussed "Apprenticeship and Training of Assistants."

The annual banquet was held on June 5 with many distinguished persons present and several fine speeches.

Starting with an anxiety, but gaining day by day a force that was accelerated with each step, the Exeter Conference of the Associated Booksellers was felt by everyone there to be a triumph. It was decided to hold the conference in 1927 at Cambridge.

The officers of the Association for the coming year are as follows:—

President—G. B. Bowes, M.A.

Past-Presidents—H. W. Keay and F. A. Denny.

Vice-Presidents—H. E. Alden, C. H. Barber, D. J. Knox, E. Pearce, T. N. Philip, H. B. Saxton, and C. Young.

Council—F. Brown, W. Bryce, H. Cleaver, E. W. Coates, Wilfrid Coates, J. T. Golder, W. J. Prior, C. F. Sach, E. Story, F. S. Thornton, T. C. Ward and W. T. Whittaker.

Personal Note

AT THE RECENT MEETING of the Western Massachusetts Library Club at the Pilgrim Hotel, Plymouth, Mass., H. R. Huntting, of the H. R. Huntting Company of Springfield, Mass., was elected President. This honor comes to him as a testimonial of the high regard in which he is held by the library people in the western part of his state who feel that his good ideas about the book business will be of great advantage to members.

The Weekly Record of New Publications

THIS list aims to be a complete and accurate record of American book publications. Pamphlets will be included only if of special value. Publishers should send copies of all books promptly for annotation and entry, and the receipt of advance copies insures record simultaneous with publication. The annotations are descriptive, not critical; intended to place not to judge the books. Pamphlet material and books of lesser trade interest are listed in smaller type.

The entry is transcribed from title page when the book is sent for record. Prices are added except when not supplied by publisher or obtainable only on specific request, in which case word "apply" is used. When not specified the binding is "cloth."

Imprint date or best available date, preferably copyright date in bracket, is always stated, except when imprint date and copyright date agree and are of the current year, in which case only "c" is used. No ascertainable date is designated thus: [n.d.].

Sizes are indicated as follows: F (folio: over 30 centimeters high); Q (4to: under 30 cm.); O (8vo: 25 cm.); D (12mo: 20 cm.); S (16mo: 17½ cm.); T (24mo: 15 cm.); sq., obl., nar., designate square, oblong, narrow.

Alcott, Louisa May

Little women; ed. by Albert Lindsay Rowlan. 509p. il. (pt. col.) O (Winston clear-type popular classics) [c.'26] Phil., Winston \$1.25

Andersen, Hans Christian

Andersen's fairy tales; ed. by Laura Frazee. 284p. il. (pt. col.) O (Winston clear-type popular classics) [c.'26] Phil., Winston \$1.25

Andross, Mrs. Matilda Erickson

Story of the Advent message. 352p. il. D [c.'26] Wash., D. C., Review & Herald Pub. Ass'n, Takoma Park \$1.75

Asquith, Herbert

Pillicock Hill. 96p. il. D '26 N. Y., Macmillan \$2

Athearn, Clarence R.

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Brown, Zaidee Mabel, ed.
 Standard catalogue for high school libraries; pt. I, A classified list with notes, a guide in selection. 287p. Q (Standard catalogue ser.) '26 N. Y., H. W. Wilson \$2.50

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 Psalms of solitude [verse]. 70p. S '25 c. Hollywood, Cal., D. G. Fischer Corp. \$1

Cathedrals, abbeys, and shrines of history and romance. 193p. (bibl.) il., maps O [n. d.] [N. Y.] London, Midland & Scottish Rwy [200 5th Ave.] \$1
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The new democracy; presidential message addresses, and other papers (1913-1917); ed by Ray Stannard Baker and William E. Dodd; 2 v. 473p.; 515p. (46p. bibl.) fronts. (pors.) O (Public papers of Woodrow Wilson; authorized ed.) c. N. Y., Harper \$8 bxd.
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United States in recent times, The. Paxson, F. L. 50 c.; 35 c. *Amer. Lib. Ass'n*

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Old and Rare Books



Edited by Frederick M. Hopkins

AN extra-illustrated copy of Burnet's "History of His Own Time," brought £1,380 at Sotheby's in London recently.

OVER \$100,000 has been raised for the Shakespeare Memorial Theatre at Stratford-on-Avon to replace that destroyed by fire. Subscriptions are now coming in from the United States, Canada and Australia, and other countries. Amateur dramatic societies, many of which already have sent their donations, will continue to help the fund. The special appeal for a women's tribute to Shakespeare, issued by the Duchess of Atholl, Lady Astor, Mrs. Alfred Lyttelton and others, has resulted in many contributions, including some from women's organizations, girls' clubs, and schools.

ILLUSTRATED books to be published by Dent of London, which will appeal to booklovers, will include a finely printed edition of Johnson's "Rasselas," with an introduction by G. K. Chesterton and twenty woodcuts by Douglas P. Bliss; "The Memoirs of Benvenuto Cellini," translated by Anne Macdonnell, who has added a completing chapter on "Benvenuto's Last Days," as well as bibliographical and textual notes; and "The Adventures of Marco Polo," with an introduction by John Masefield, supplemented by an itinerary of the Polos' journeyings. Both Cellini and Marco Polo are illustrated by Adrian de Friston with photogravure plates, and decorations.

THE other side of the harsh picture of his parents and sisters presented by Samuel Butler in "The Way of All Flesh" and his "Note Books" is revealed in a

book which Dent of London will publish in a limited edition under the title "Samuel Butler and His Family Relations." The book has been written by Mrs. M. Garnett, a kinswoman of Butler's mother, with the object of showing the family circle at Langar in a new light, without, however, obscuring Butler's point of view. Letters are included from both his parents, as well as hitherto unpublished letters from Butler himself and reminiscences of various members of the family.

IN reviewing the first volume of the new Julian limited edition of Shelley, just issued, J. C. Squire in the London *Observer*, says: "An edition de luxe with a vengeance! The binding is original without being eccentric; the paper is of the finest and strongest; the typography is under the direction of Stanley Morison. Will certainly appeal to the collector of fine books, who unlocks his glass-fronted book cases as though they contained china or fragile phials filled with antique liquors. But this Shelley is not merely a costly reprint of some existing text, but a genuine new edition which must supersede all others. An edition as thorough, yet economical, in its annotations as it is superb in its appearance."

IN the current issue of *Library* R. W. Chapman publishes a note on the Oxford type facsimiles. He ventured to dream of a long series of reprints, which should put the modest collector in a position to make some textual and bibliographical study of eighteenth-century poetry without stirring from his own library. To this end, it was clear that type facsimile was the right method. Type would give—between Fell and Caslon—the re-

quired illusion, near enough. A poem or a pamphlet could be produced very much as it looked when first printed—sometimes, perhaps, a little better, using clear type and suitable paper, following exactly the imposition and where ascertainable the margins of the original.

HISTORICAL data covering the first hundred years of American social life is being prepared for publication by William M. Clemens, editor of the *Genealogy Magazine*. For many years he has been assembling the early marriage records from all of the states and colonies, and he has selected 15,000 marriages before 1699, which covers the period from the landing of the Mayflower pilgrims and the first settlement of Virginia at Jamestown in 1607. "American Marriage Records Before 1699," which will be the title of the volume, probably ready for publication next October, will contain the marriage record of John Coolidge, the first of the family in America; of Abraham Lincoln's ancestors, and a long list of the ancestors of the Adams and Quincys of Boston. This will be the first attempt at making a census of the American people before 1699, and will be the first directory of the inhabitants of the colonies. Fully ninety per cent of the 15,000 marriages to be recorded in the book are persons of English parentage.

COLLECTORS interested in the early history of the City of New York should see the exhibition at the New York Public Library which just now is attracting a great deal of attention. The history of New Netherland from the recorded discovery of New York harbor in 1524, by Giovanni de Verrazzano, an Italian, to the end of the Dutch jurisdiction in 1674, is told in great detail in pictures, old Dutch records and manuscripts, rare early publications and contemporary maps. The display is a feature of the tercentenary of the purchase of Manhattan by Peter Minuit in 1626. There is a small book there on the derivation of the name of Manhattan, in which the author interprets the oldest form of the word, Manhatin, to mean "the island of hills." The purchase of this strip of land is noted as having taken place on

a rocky point of land which is now known as the Battery, and another description tells of the sand and gravel hills that lay below Lispenard's Meadows, a stretch of prairie thru the center of Manhattan. There are pictures of old New York, one dated 1679, that gives a view of the island from the north—a hilly pasture where cows are grazing. Another of an early date shows the sky line of Manhattan to be but an outline of farmhouse roofs. There is the history of Anneka Jans Bogardus's farm which later became the property of Trinity Church and there are maps of the original grants of village lots from the Dutch West India Company to inhabitants of New Amsterdam. The collection is a detailed one that includes many interesting facts about the island that the red men surrendered to Peter Minuit for the sum of \$24 three centuries ago.

Catalogs Received

Catalog of books, engravings, maps, etc., relating to the United States. (No. 483; Items 864.) Francis Edwards, 83a High St., Marylebone, London, W. 1.
 The Far West, being a catalog of books relating to the history, literature, arts, etc., of China, Japan, Korea, the Malay Archipelago, Borneo, Philippines and Java. (No. 484; Items 825.) Francis Edwards, 83a, High St., Marylebone, London, W. 1.
 Mathematik und Astronomie. (No. 724; Items 793.) Joseph Baer & Co., Hochstrasse 6, Frankfurt am Main.
 Bohemica. (No. 40; Items 606.) K. André'sche Buchhandlung, Prag, Prikopy 39.
 Oriental List List. (Vol. XXXVII, No. 2.) Luzac & Co., 46, Gt. Russell St., London, W. C. 1.
 Periodica, Zeitschriften und Publikationen Gelehrter Gesellschaften. (No. 655; Items 1884.) Karl W. Hiersemann, Leipzig, Königstrasse 29.
 Early Imprints; examples of early printing in various towns, with an appendix of bibliographies of early printed books. (No. 924; Items 179.) James Tregaskis, at the sign of the Caxton Head, 66, Great Russell St., London, W. C. 1.
 Fine autographs, collection of original autograph letters, documents, manuscripts, etc., historical, literary, musical, military, naval, etc. (No. 1644; Items 580.) John Heise (Elmer V. Heise), 410 Onondaga Bank Building, Syracuse, N. Y.

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The Weekly Book Exchange

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Objectionable books are excluded as far as they are noted.

In answering, please state edition, condition and price, including postage or express charges. The appearance of advertisements in this column, or elsewhere in the WEEKLY does not furnish a guarantee of credit. While it endeavors to safeguard its columns by withholding the privileges of advertising should occasion arise, booksellers should take usual precautions in extending credit.

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 Bowman, I. New World; World Book, 1921.
 Packard, L. and Sinnett, C. P. Nations as Neighbors. Macmillan.
 Smith, J. R. World's Food Resources. 1919.
 Holt.
 Taylor, E. G. R. Business Man's Geography.
 Phillip & Sons, London.
 Thomas Hardy. Pair of Blue Eyes; Two on a Tower.

ALCOVE BK. SHOP, 936 B'WAY, SAN DIEGO, CAL.
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 Eddy. Christian Science Books. Not scarce.

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 The Borzoi. 1920.
 Sat. Review Literature. 1st no.
 Madeleine.
 Hearn. Stray Leaves from Strange Lit.; Chinese
 Ghosts; Fantastics; Interpretations Literature.
 All 1st eds.
 Sandburg. Lincoln. 2 vols. 1st ed.
 Cushing. Life Osler. 2 vols. 1st ed.
 Pennell. Life Whistler. 2 vols., 1st ed.
 Beebe. Jungle Peace. 1st ed.

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 Green, A. K. Vestry of the Basin.
 Gillespie. Rumford Fireplaces.

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 Atkins. Voyage to Guinea, Brazil and W. I.
 Ballou. Equatorial America.
 Bishop. 1000 Miles Walk Across So. America.
 Boucard. Travels of a Naturalist.
 Brinton. Maya Chronicle.
 Catherwood. Views of Ancient Monuments. 25
 plates.
 Charnay. Ancient Cities of the New World.

AMER. S. OF U.S.—Continued
 Du Gratry. Republic of Paraguay. Besançon, 1862.
 Graham. Journal of a Voyage to Brazil.
 Gonzalez-Roa. El Aspecto Agrario de la Revolución Mexicana.
 Herndon & Gibbon. Exploration Valley of Amazon.
 Janvier. Aztec Treasure House.
 Lanning. Around So. America with Sample-case.
 Maudslay. Glimpse at Guatemala.
 Moreau de St. Mery. Recueil de Vues de St. Domingue; Description topographiques, etc. de St. Domingue, or English trans.
 Mexican Commerce. Odd vols.
 Outalissi. A Tale of Dutch Guiana.
 Pan American Bulletins. Odd nos.
 Prescott's Mexico. Henderson & Joyce ed.
 Rodrigues. Satalogo anotado sobre Brazil.
 Rugendas. Malerische Reise in Brasilien.
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 Easter Island. Wildbrandt. Pub. Lippincott
 San Cristobel de la Havana. Joseph Hergesheimer.
 Heliogabalus. Mencken & Nathan.
 Psycho-Analytical Review for April, 1922.
 The Strange Adventures of John Middleton. Curtis.
 Molly Maguire. Pinkerton.

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Language for Men of Affairs. 2 vols. Ronald Press.
Language for Men of Affairs. Vol. 2 (Lees Business Writing). 8vo.
Walsh. The Thirteenth, Greatest of Centuries.

A. BRUDERHAUSEN, 47 W. 47TH ST., NEW YORK
Lefevre. Simonetta and Wall Street Stories.
Tamar Lane. What Is Wrong with the Movies.
American Food Journal. Vols. 8 and 12.
Transactions of Am. Inst. Chem. Engin. Vol. 6.
Odell, F. G., Hardwood Floors. 1906.
Spencer, G. Native Tribes of Central Australia; Northern Tribes of Central Australia.

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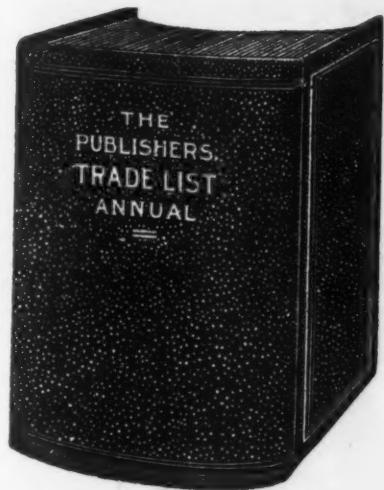
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